



News from the Frontier of Innovation

June 2001

Monthly Activity Report from the Loudoun County Department of Economic Development
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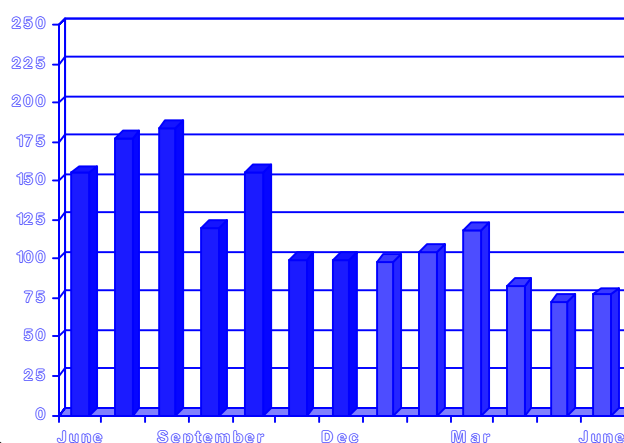
New Prospect Activity:

Prospect activity for the month of June:

- @ Responded to 6 Requests for General Information
- @ Sent Out 19 Marketing Packages
- @ Delivered 8 Proposals and Presentations
- @ Worked with 8 New and 33 On-Going Prospects
- @ Issued 4 Open Door Certificates
- @ Prepared and Distributed 200 Loudoun Information Packets for Workforce Recruitment

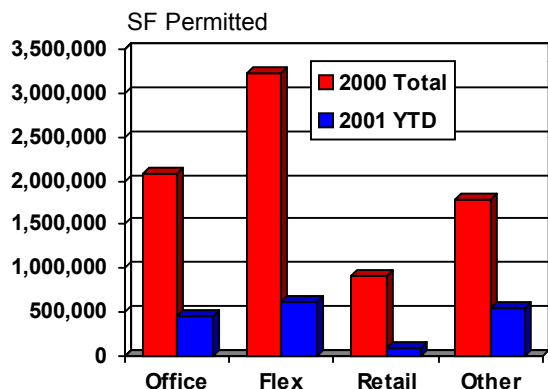
Total Prospect Activity

June 2000 - June 2001



Construction Activity

Nonresidential Construction 2000 Total and 2001 January - May



So far in 2001, Loudoun County has permitted 1,703,154 square feet of nonresidential construction. The combined value this month of new buildings (\$23,903,085) and alterations (\$7,180,521) is over \$31 million.

- Office - 188,191 SF in May (0 SF in April)
- Flex/Industrial - 224,158 SF in May (251,664 SF in April)
- Retail - 23,930 SF in May (0 SF in April)
- Other - 29,168 SF in May (288,527 SF in April)
- Taxable - 455,611 SF in May (275,619 SF in April)
- Route 28 - 443,703 SF in May (19,021 SF in April)

Announcements:

New Business

Kintetsu World Express USA

(www.kwe.co.jp) has leased 12,000 square feet at Concorde Industrial Park in Dulles. Kintetsu was founded in Japan in 1910, and is the third largest freight forwarder in the world. The Dulles branch currently employs 2 staff members.

James Monroe Bank

(www.jamesmonroebank.com) has opened a new 1,000 square foot branch at Waverly Park in Leesburg. James Monroe Bank is a locally-based community bank that serves entrepreneurs, small and medium sized businesses, and individuals. The company strives to provide banking the "way we all remember it used to be, with a personal touch." Approximately five new employees will be hired during the next year, and the company expects to have additional Loudoun County locations by the end of 2002. The bank will specialize in small business lending and cash management.

ECPI College of Technology (www.ecpi.edu) will

be locating a new 31,000 square foot Loudoun County campus in third floor office space at the Dulles Town Center Mall in Dulles. Since 1966, the Virginia Beach based college has offered accredited technology associate degrees and diploma programs with job placement assistance. The Dulles campus will offer programs in seven different technology fields. ECPI expects to open July 16, with classes beginning August 1. The number of faculty and staff assistants hired will be determined by future enrollments.

SER Solutions Inc. (www.sersolutions.com) has

leased 35,508 square feet at 21680 Ridgetop Circle at Loudoun Tech Center. The company is expected to move in December 1. The number of new employees that will be hired is undetermined. SER provides software that allows companies to share, analyze, and distribute information. The company is the U.S. subsidiary of SER Systems, A.G., the world's third largest supplier of knowledge management systems and workflow solutions.

Noteworthy:

DED Communications and Special Projects Coordinator Sandy Denham joined members of County Administration and other county employees at the **Transforming Local Government 2001 Conference** in Dublin, Ohio June 6 - 9. The conference focused on the importance of civil service, as well as the concepts of vision, ethics, and courage in government. The series of sessions was highlighted by several presentations by philosopher Peter Koestenbaum, Ph.D., including "Freedom and Accountability at Work: Applying Philosophic Insight to the Real World."

Five Loudoun businesses were recognized by the Virginia Chamber of Commerce at the **Virginia Fantastic 50 Awards** banquet held June 5 in Richmond. **Cigital, NLX, The Cube Corporation, Technica, and Tucon Construction** were among the 50 private Virginia businesses recognized for having the highest growth percentages in a four year period. The Cube Corporation also placed first in the Service category. The Loudoun companies were sponsored at the event by the Department of Economic Development. DED Director Larry Rosenstrauch and Business Ambassador Pam Treadwell represented the Board of Supervisors and the Economic Development Commission at the banquet.

At the request of Chairman Scott York, DED participated in and helped coordinate the **Loudoun County Briefing to the Business Community** at America Online June 11. The two-hour session was led by Sarah Coyle from the Loudoun County Planning Department, with an introduction from Chairman York. Mark Stavish, AOL Senior Vice President of Human Resources, served as moderator. During the event, DED's Cindy Richmond and Robyn Bailey, along with Art Smith from the Planning Department, assisted in presenting information and answering questions from businesses and residents on the Comprehensive Plan. Approximately 200 invited guests and members of the public attended the event.

Dr. Gerald Gordon of the Fairfax County Economic Development Authority, Martin Briley of the Prince William Department of Economic Development, and DED's own Larry Rosenstrauch each made presentations at the **Annual Economic Development Update** at the June 21 Committee for Dulles meeting. The Committee for Dulles (www.committeefordulles.org) is a non-profit organization representing the interests of businesses and individuals in the growth and development of the Washington Dulles International Airport and its immediate market area.

DED Senior Marketing Manager Robyn Bailey gave the **Square Foot Club** an update on both current Loudoun County economic conditions and the Loudoun County Comprehensive Plan in Herndon June 6. The Square Foot Club is a group of local real estate professionals.

New York City-based **JetBlue Airways** announced July 9 that it will begin direct service out of Dulles Airport to Long Beach and Oakland, California October 8. JetBlue was created in 1999 with \$130 million in capital and a plan to "bring humanity back to air travel." With its blue leather seats and blue Terra brand potato chip snacks, JetBlue flights feature all-coach seating and discounted electronic ticket travel. Dulles-based flights are expected to cost up to 78% less than similar flights out of the airport.

Lansdowne Resort (www.lansdowneresort.com) has announced plans to construct an additional 18 hole golf course. The course will be designed by Greg Norman, and will complement the existing 18-hole Robert Trent Jones, Jr. course currently open at the resort. Construction is expected to begin in January and be completed by 2003.